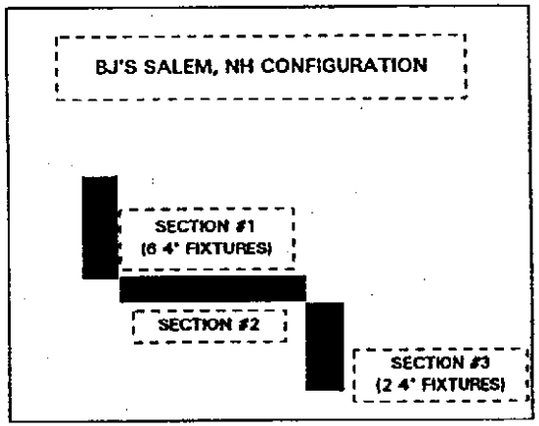
B.J.'S SERVICE CENTER PLAN-O-GRAM #15
52 FOOT CARTON RACK
7 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

SECTION #1

RJR SIGN	RJR SIGN	RJR SIGN	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	RJR	PM PACKS / PM PACKS	PM
RJR	RJR	RJR	RJR	PM	PM
RJR	RJR	RJR	RJR	PM	PM
RJR	RJR	LOR	LOR	LOR	PM
LOR	LOR	LOR	LOR	LOR	PM
BAT	BAT	BAT	BAT	PM	PM
BAT	BAT	BAT	BAT	PM	PM
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE



SECTION #2

PM SIGN	PM SIGN	PM / RJR	SAVINGS RJR SIGN	CENTER RJR SIGN
PM	PM	PM RJR	RJR	RJR
PM	PM	PM RJR	RJR	RJR
PM	PM	PM RJR	RJR	RJR
PM	PM	PM	LOR	LOR
PM	PM	PM	BAT	RJR
PM	PM	PM	BAT	RJR
PM	PM	PM	BAT	BAT
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

SECTION #3

SAVINGS PM SIGN	CENTER PM SIGN
PM	RJR
PM	RJR
PM	RJR
PM	PM
PM	PM
BAT	L & M
L & M	L & M
4 FT 12 WIDE	4 FT 12 WIDE

COMPANY	# ROWS	% ROWS
RJR	108	25%
PM	192	44%
PL	48	11%
BAT	60	14%
L&M	12	3%
CIGARS	12	3%
TOTAL	432	100%

Denise A. Indelicato

ACCOUNT SIGNATURE / DATE

51850 5478

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #13
28 FOOT CARTON RACK
5 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → **PM**

RJR SIGN	RJR SIGN	RJR SIGN	RJR / PM	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	RJR / PM	PM PACKS / PM PACKS	PM	PM
RJR	RJR	RJR	RJR / PM	PM	PM	PM
RJR	RJR	RJR	LORILLARD	PM	PM	PM
BAT	BAT	BAT	LORILLARD	LORILLARD	PM	PM
BAT	BAT	L & M	PM	PM	PM	PM
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	120	29%
PM	192	46%
PL	36	9%
BAT	60	14%
L&M	12	3%
CIGARS	0	0%
TOTAL	420	100%

51850 5479

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #12
26 FOOT CARTON RACK
6 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

RJR SIGN	RJR SIGN	RJR SIGN	RJR | PM	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	RJR | PM	PM PACKS / PM PACKS	PM	PM
RJR	RJR	RJR	RJR | PM	PM	PM	PM
RJR	RJR	RJR	RJR | PM	PM	PM	PM
LORILLARD	LORILLARD	LORILLARD	LORILLARD	PM	PM	PM
BAT	BAT	BAT	PM	PM	PM	PM
BAT	BAT	LIGGETT & MYERS	PM	PM	PM	CIGARS
3 FT 9 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	3 FT 9 WIDE

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	117	25%
PM	231	49%
PL	45	10%
BAT	54	12%
L&M	12	3%
CIGARS	9	2%
TOTAL	468	100%

51850 5480

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #11
32 FOOT CARTON RACK
5 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → **PM**

RJR SIGN	RJR SIGN	RJR SIGN	RJR SIGN	PM SIGN	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	RJR	PM PACKS / PM PACKS	PM	PM	PM
RJR	RJR	RJR	RJR	PM	PM	PM	PM
RJR	RJR	LORILLARD	LORILLARD	LORILLARD	PM	PM	PM
BAT	BAT	LIGGETT & MYERS	LORILLARD	PM	PM	PM	PM
BAT	BAT	LIGGETT & MYERS	PM	PM	PM	PM	PM
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

COMPANY	# ROWS	% ROWS
RJR	120	25%
PM	240	50%
PL	48	10%
BAT	48	10%
L&M	24	5%
CIGARS	0	0%
TOTAL	480	100%

ACCOUNT SIGNATURE / DATE

51850 5481

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #9
23 FOOT CARTON RACK
6 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

RJR SIGN	RJR SIGN	RJR SIGN	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	PM PACKS / PM PACKS	PM	PM
RJR	RJR	RJR	PM	PM	PM
RJR	RJR	RJR	PM	PM	PM
LORILLARD	LORILLARD	LORILLARD	PM	PM	PM
LORILLARD	BAT	BAT	PM	PM	PM
BAT	BAT	BAT	LIGGETT & MYERS	PM	CIGARS
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	3 FT 9 WIDE	4 FT 12 WIDE

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	108	26%
PM	186	45%
PL	48	12%
BAT	60	14%
L&M	6	1%
CIGARS	6	1%
TOTAL	414	100%

51850 5482

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #8
16 FOOT CARTON RACK
6 SHELVES

POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER

RJR ← → PM

RJR SIGN	RJR SIGN	PM SIGN	PM SIGN
RJR	RJR	PM PACKS PM PACKS	PM
RJR	RJR	PM	PM
RJR	RJR	PM	PM
LORILLARD	LORILLARD	PM	PM
BAT	BAT	PM	PM
BAT	BAT	L&M	PM
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

COMPANY	# ROWS	% ROWS
RJR	72	25%
PM	132	46%
PL	24	8%
BAT	48	17%
L&M	12	4%
CIGARS	0	0%
TOTAL	288	100%

Denise A. Sadelmento

ACCOUNT SIGNATURE

DATE

51850 5483

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #4
20 FOOT CARTON RACK
5 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

RJR SIGN	RJR SIGN	RJR	PM	PM SIGN	PM SIGN
RJR	RJR	RJR	PM	PM PACKS / PM PACKS	PM
RJR	RJR	RJR	PM	PM	PM
RJR	RJR	LORILLARD		PM	PM
BAT	BAT	LORILLARD		LORILLARD	PM
BAT	LIGGETT & MYERS	PM		PM	PM
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE		4 FT 12 WIDE	4 FT 12 WIDE

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	84	27%
PM	132	42%
PL	36	12%
BAT	36	12%
L&M	12	4%
CIGARS	12	4%
TOTAL	312	100%

51850 5484

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #6
24 FOOT CARTON RACK
7 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

RJR SIGN	RJR SIGN	RJR SIGN	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	PM PACKS PM PACKS	PM	PM
RJR	RJR	RJR	PM	PM	PM
RJR	RJR	RJR	PM	PM	PM
RJR	RJR	LORILLARD	PM	PM	PM
LORILLARD	LORILLARD	LORILLARD	PM	PM	PM
BAT	PM	PM	PM	PM	PM
BAT	BAT	BAT	LIGGETT & MYERS	PM	CIGARS
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

COMPANY	# ROWS	% ROWS
RJR	132	26%
PM	252	50%
PL	48	10%
BAT	48	10%
L&M	12	2%
CIGARS	12	2%
TOTAL	504	100%

Denise A. Sandelmato

ACCOUNT SIGNATURE / DATE

51850 5485

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #5
24 FOOT CARTON RACK
6 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

RJR SIGN	RJR SIGN	RJR SIGN	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	PM PACKS / PM PACKS	PM	PM
RJR	RJR	RJR	PM	PM	PM
RJR	RJR	RJR	PM	PM	PM
LORILLARD	LORILLARD	LORILLARD	PM	PM	PM
LORILLARD	BAT	BAT	PM	PM	PM
BAT	BAT	BAT	LIGGETT & MYERS	PM	CIGARS
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

Denis A. Iadelicato
ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	108	25%
PM	192	44%
PL	48	11%
BAT	60	14%
L&M	12	3%
CIGARS	12	3%
TOTAL	432	100%

51850 5486

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #3
28 FOOT CARTON RACK
6 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

RJR SIGN	RJR SIGN	RJR SIGN	RJR / PM	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	RJR / PM	PM PACKS / PM PACKS	PM	PM
RJR	RJR	RJR	RJR / PM	PM	PM	PM
RJR	RJR	RJR	RJR / PM	PM	PM	PM
LORILLARD	LORILLARD	LORILLARD	LORILLARD	PM	PM	PM
BAT	BAT	BAT	BAT	PM	PM	PM
BAT	BAT	LIGGETT & MYERS	PM	PM	PM	CIGARS
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	%ROWS
RJR	126	25%
PM	234	46%
PL	48	10%
BAT	72	14%
L&M	12	2%
CIGARS	12	2%
TOTAL	504	100%

51850 5487

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #2
32 FOOT CARTON RACK
7 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

RJR SIGN	RJR SIGN	RJR SIGN	RJR SIGN	PM SIGN	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	RJR	PM PACKS / PM PACKS	PM	PM	PM
RJR	RJR	RJR	RJR	PM	PM	PM	PM
RJR	RJR	RJR	RJR	PM	PM	PM	PM
RJR	BAT	LORILLARD	LORILLARD	PM	PM	PM	PM
BAT	BAT	LORILLARD	LORILLARD	PM	PM	PM	PM
BAT	BAT	BAT	PM	PM	PM	PM	PM
BAT	BAT	BAT	LIGGETT & MYERS	LIGGETT & MYERS	PM	PM	CIGARS
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	156	23%
PM	324	48%
PL	48	7%
BAT	108	16%
L&M	24	4%
CIGARS	12	2%
TOTAL	672	100%

51850 5488

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000

B.J.'S SERVICE CENTER PLAN-O-GRAM #1
32 FOOT CARTON RACK
6 SHELVES

RJR ← POS PIECE MUST BE ONE OF THE FOLLOWING LISTED: DEPT MARKER; NEON SIGN; CIGARETTES SOLD HERE SIGN; BANNER → PM

RJR SIGN	RJR SIGN	RJR SIGN	RJR SIGN	PM SIGN	PM SIGN	PM SIGN	PM SIGN
RJR	RJR	RJR	RJR	PM PACKS / PM PACKS	PM	PM	PM
RJR	RJR	RJR	RJR	PM	PM	PM	PM
RJR	RJR	RJR	RJR	PM	PM	PM	PM
LORILLARD	LORILLARD	LORILLARD	LORILLARD	PM	PM	PM	PM
BAT	BAT	BAT	BAT	PM	PM	PM	PM
BAT	BAT	BAT	LIGGETT & MYERS	LIGGETT & MYERS	PM	PM	CIGARS
4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE	4 FT 12 WIDE

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	144	25%
PM	264	46%
PL	48	8%
BAT	84	15%
L&M	24	4%
CIGARS	12	2%
TOTAL	576	100%

51850 5489

Source: https://www.industrydocuments.ucsf.edu/docs/knby0000